

institut
supérieur de
l'économie

ISEC
LUXEMBOURG

FOM
Hochschule



Master of Business Administration (MBA)

Studying while working

an initiative of

**CHAMBER
OF COMMERCE**
LUXEMBOURG

**CHAMBRE
DES METIERS**
Luxembourg

Master of Business Administration

MBA Degree

Small country - big business: Luxembourg has a highly dynamic and exceptionally international economy.

The country already exports over 85% of its production. There is consequently a high level of demand for managers with international management skills - leaders who, with their knowledge of the complexity of global markets, make sound, forward-looking entrepreneurial decisions, can responsibly manage multicultural teams and successfully represent the interests of their company in an international environment. The Master degree course in Business Administration teaches you these skills.

The MBA programme was especially developed for students with a Bachelor degree in a non-economical field who wish to supplement their specialist knowledge with a generalist business expertise. In addition to offering a thorough understanding of applied economics, the MBA also focuses on the development of leadership qualities such as motivational and communication skills. In this four-semester programme, you will take an in-depth look at issues relating to strategic management and sharpen your understanding of the different operative areas such as finance, law, human resources and marketing as well as international relations.

Upon successful completion of the course, you will be awarded with the degree "**Master of Business Administration**" by the FOM Hochschule fuer Oekonomie & Management. The degree is accredited by the Foundation for International Business Administration Accreditation (FIBAA).

About

At a glance

Requirements:

- University degree (e.g. Bachelor)
- at least one year of professional experience following your first degree
- current employment
- English Level C1 (e.g. TOEIC, TOEFL)

Workload: 90 credit points (ECTS)

Duration: 4 semesters

Start of the Course: October

Semester Break: September and Christmas breaks

Tuition Fees: course fee : €12,480 (possibility to pay in 24 monthly instalments of €520)
enrolment fee : €1,600
examination fee : €750

Schedules: Classes in the evenings and on Saturdays

Further information: Partial recognition of course modules and/or admission to postgraduate programmes can be requested in accordance with the VAE (validation des acquis de l'expérience, acknowledgement of prior learning).

I am currently pursuing a master's degree at the ISEC after having finished my Bachelor degree. The ISEC MBA is the most challenging academic effort I have to accomplish but also the most rewarding as it enables me to get a much deeper understanding of how to contribute to a company's success. The skills and experiences we acquire throughout the programme will give us – students – the right mind set and confidence to face any challenge we might encounter in the future. Most importantly, I have added life-long friends. Pursuing the MBA at the ISEC is the best option for professionals who wish to continue their academic education while keeping their daytime job.

Diana Pereira Dias
Real estate agent at CASAvitae SARL



Master of Business Administration - Study schedule

1st Semester

Economics

- Supply and demand
- Costs and revenues
- Theory of the firm
- Factor markets
- Market failure
- Unemployment and inflation
- Money and monetary policy
- Policy approaches
- International trade

Marketing & Communication

- The Role of Marketing
- Market Analysis
- Company Analysis
- SWOT Analysis
- Marketing objectives
- Marketing mix
- Communication: Internal, External, Digital, International

HR & Leadership

Competencies

- General Framework of Human Resource Management
- Corporate Culture
- Leadership in teams
- Motivation Theory

Financial Management

- Objectives in Financial Management
- Stakeholder vs. Shareholder

Management

- Ethical Aspects in Financial Management and Corporate Governance
- Financial Planning
- Investment
- Cash Management

2nd Semester

Strategic Corporate Management

- Strategic Analysis
- Theoretic Approaches
- Strategy Formulation
- Choices and Implementation
- Different Strategic Contexts

International Business Law

- Main features of the Luxembourgish legal system and embedment in European and International law
- Basics of contract law (including European and international references)
- Basics and current developments of commercial and corporate law
- Industrial property rights - Introduction to the national, European and international competition, trademark and patent law
- Basics of international arbitration proceedings

Value-based Controlling & International Accounting

- The classification of accounting methods according to IFRS in the national and international normative context
- The goals, objectives and principles of IFRS accounting methods
- The components of IFRS annual financial statements General reporting and valuation rules of the IFRS
- Value-orientated controlling and indicator systems
- Possible applications and limitations of value-orientated indicators/ systems for performance measurement and management through controlling

Management Decision Making

- Decision-Making Techniques
- Rational and intuitive decision Models
- Information requirements and information management
- Managing risk and uncertainty

3rd Semester

Research Methods

- Organisation and management research
- Research strategy and design
- Questionnaire and survey design and sampling techniques
- Analysis of quantitative data
- Dilemmas of research Choice

International Investment

- Theoretical foundation of asset management
- Information content of derivatives and instruments
- Corporate diversification and hedging
- Net present value vs real options
- Planning of earnings, investments and finance
- Analysis of earnings, cash flows and assets/liabilities
- Finance and investment decisions (e.g. Private Equity, M&A)
- Shareholder value management

SPECIALIZATION:

International Management (1)

International Strategy and Sales Management

- Sales Goals
- Structure
- Organisation, Personal and Team Selling (Negotiation Skills)
- Selection and Management of Distribution

International Entrepreneurship & Innovation

- Business Plan
- International Business Activities
- Structuring and developing an Innovation Management Process
- Structuring and developing a (Digital) Business Model and (Digital) Value Chain

4th Semester

Master Thesis

Colloquium

(1) SPECIALIZATION:

As an alternative to the "International Management" specialization in the 3rd semester, you can choose one of four one-week block courses as an area for specialization:

- Process & Digital Change (Cologne)
- Project & Contract (Hamburg)
- Management Consulting (Dusseldorf)
- Start-Up Entrepreneurship (Berlin & Munich) Marketing & Sales (San Diego/USA) International Finance & Asset Management (Boulogne-sur-Mer/France)



The Institut Supérieur de l'Économie (ISEC) is an institution of higher education founded by the Luxembourg Chamber of Commerce (Chambre de Commerce) and the Chamber of Crafts (Chambre des Métiers), and is officially recognised by the Luxembourg Ministry of Higher Education and Research.

The ISEC offers Bachelor and Master courses designed for professionals in Luxembourg and the Greater Region who wish to develop themselves within their company and obtain a university degree validating specific skills. Thanks to its close ties to employer's associations and companies, the ISEC offers a practice-oriented training, aiming to fulfil the needs of the economy.

Benefiting from the experience and know-how of several partner universities, the training courses provided by ISEC are currently centred around the students acquiring the fundamental knowledge in Business Administration and Management.

In order to offer our students internationally recognised academic degrees the ISEC has created a close cooperation network with several universities in different countries e.g. the FOM Hochschule für Oekonomie & Management for the Master of Business Administration (MBA).



Offering professionals the chance to gain a state-recognized university degree without having to give up work or restrict their professional activity has been the objective of FOM University of Applied Sciences since its foundation in 1993.

With more than 50,000 students, FOM is Germany's biggest private institute of higher education. It has been accredited by the German Council of Science and Humanities, Germany's most important advisory body for science policy. At the beginning of 2012, FOM was also the first private university in Germany to be accredited as an institution by the FIBAA (Foundation for International Business Administration Accreditation). This seal of approval from one of the world's most important higher education assessment agencies proves that FOM's quality management satisfies the highest international standards.

FOM is supported by the non-profit foundation BildungsCentrum der Wirtschaft. Experienced lecturers from the academic world and industry give on-site lectures at 29 study centres throughout Germany. FOM University of Applied Sciences is headquartered in Essen. The university is consequently under the supervision of the Ministry of Innovation, Science and Research of the state of North Rhine-Westphalia.

